

	1998	1997
<u>SALES</u>		
SALES - TOOLING	\$ 1,558,925.78	\$ 484,011.70
SALES - DIVISION 2 PURCHASING	9,524,376.66	9,952,627.53
SALES - MISCELLANEOUS	1,229.07	27,750.00
SALES - DELPHI	4,839,410.52	946,554.75
SALES - CHRYSLER	47,171.05	30,228.33
SALES - JOHNSON CONTROLS	334,314.00	13,590.55
SALES - GT PRODUCTS	649,624.57	0.00
SALES - BRISKIN MANUFACTURING CO.	16,066.26	0.00
SALES - GM SPO	368,201.10	0.00
SALES - POWERTRAIN	123,935.09	0.00
SALES - OXFORD SUSPENSION LIMITED	15,276.78	0.00
SALES - REACOM	106,321.20	0.00
TOTAL SALES	<u>\$ 17,584,852.08</u>	<u>\$ 11,454,762.86</u>
<u>COST OF GOODS SOLD</u>		
COST OF GOODS SOLD - TOOLING	\$ 1,738,073.05	\$ 516,313.41
COST OF GOODS SOLD - DIVISION 2 PURCHASING	9,380,649.27	9,649,112.82
COST OF GOODS SOLD - MISCELLANEOUS	0.00	14,100.00
RESEARCH & DEVELOPMENT	1,000.00	1,137.50
COST OF GOODS SOLD - DELPHI	2,249,564.95	639,204.18
COST OF GOODS SOLD - CHRYSLER	35,997.25	23,944.85
COST OF GOODS SOLD - JOHNSON CONTROLS	275,359.71	803.74
COST OF GOODS SOLD - GT PRODUCTS	395,616.12	72.00
COST OF GOODS SOLD - BRISKIN MANUFACTURING CO.	9,430.76	0.00
COST OF GOODS SOLD - GM SPO	156,821.31	0.00
COST OF GOODS SOLD - POWERTRAIN	59,852.12	0.00
COST OF GOODS SOLD - OXFORD SUSPENSION LIMITED	9,407.98	0.00
COST OF GOODS SOLD - REACOM	66,443.85	0.00
RESTOCKING FEE	0.00	135.50
FREIGHT & DELIVERY	43,525.86	8,082.44
ENGINEERING	263.36	6,059.63
EQUIPMENT MAINTENANCE	75,975.89	8,749.12
SUPPLIES - SHOP	92,974.03	45,437.94
SUPPLIES - QUALITY CONTROL	13,602.96	2,704.04
INVENTORY OVERHEAD ADJUSTMENT	(2,201,563.86)	(263,448.89)
TOTAL COST OF GOODS SOLD	<u>\$ 12,402,994.61</u>	<u>\$ 10,652,408.28</u>
GROSS PROFIT	<u>\$ 5,181,857.47</u>	<u>\$ 802,354.58</u>